

Australia Jobs Expertini®

Management Consultant Australia

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Company: Your Digital Marketing Agency

Location: Australia

Category: other-general

YDMA Group is a management consulting firm which provides a range of in-house services solutions for its clients. Services include: Consulting, Design, Development, Marketing, Media/PR, Production. As a boutique firm, we focus on quality solutions for quality clients. We solve business problems with sound strategic advice and in-house solutions

Tasks you will be required to perform

- Conduct assessments of client businesses to identify areas for improvement and growth
- Develop and implement strategies to improve business processes, organizational structure, and financial performance
- Deliver presentations and reports to clients that communicate findings and recommendations in a clear and concise manner
- Collaborate with other consultants and cross-functional teams to develop and refine methodologies and best practices
- Build and maintain relationships with clients and serve as a trusted advisor and subject matter expert
- Support business development efforts by identifying and pursuing new client opportunities and contributing to proposal development and pitching.

Requirements

As a Business Development Manager, you will provide clients with business consulting with the goal of selling in-house solutions. Acting as a marketing consultant, you will create sales and marketing strategies to help them grow and nurture their customer base. With a strategic focus on acquiring new clients, you'll be committed to educating them on the company's products and their benefits, and providing a value added solution to best suit the needs of their business, and to help them achieve their business goals.

We are looking for someone based in Australia. Your duties will include:

- Prospect and acquire new clients to achieve targets through networking, prospecting, cold calling and client meetings.
- Utilise the company's sales methodology, tools and systems to help you identify

and connect with prospects and convert them to active clients. Provide high quality client relationships and experience through proactive and responsible management in close collaboration post sale with our services team to build long-lasting relationships with your assigned portfolio of clients. Build and maintain an opportunity pipeline in the CRM. Develop client proposals with situational assessment and recommendations. Respond to client enquiries for any post sale issues related to the services and products purchased and managing these enquiries through to resolution in close collaboration with the Services team as may be appropriate. Prepare quality client briefs to better assist the Services team to set campaigns reach for go live and onboarding for new clients. Maintain strategic relationships with your clients by identifying and providing recommendations arising from potential cross and/or up-sell opportunities in consultation and collaboration with the Services team. What you'll need to succeed To be successful in this role, you will have proven experience in end to end sales and new business development/generating leads. Ideally, you will also have experience working within business consulting or marketing space but this is not essential. A background in business ownership or management is beneficial. Additional requirements: At least 5+ years proven experience working and growing business Proven track record of client satisfaction BA/Bsc Degree in related field Must be: organised, self-motivated, able to meet strict deadlines Great interpersonal skills and ability to work with a team Experience as a business coach, business mentor, prior experience as a Management Consultant Clear Sales Background / Sales Management is a plus Needs to be sales hungry and be business driven More mature candidates with relevant experience What you'll get in return OTE \$200k+ Uncapped 15% commission with 15% trail income Career progression and promotion opportunities What you need to do now: Apply with as much detail as possible for us to assess your application properly.

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